

Message Text

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PAGE 01 CAIRO 14087 020613Z
ACTION EB-08

INFO OCT-01 NEA-11 ISO-00 XMB-02 CAB-02 CIAE-00
COME-00 DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00
L-03 AID-05 TRSE-00 OMB-01 /043 W
-----045763 022047Z /64
R 020605Z JUN 78
FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 9822
INFO AMEMBASSY ROME

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ROME FOR FCAA DWOR

E.O. 11652: N/A
TAGS: EAIR, EG
SUBJ: BOEING REPS DISCUSS EGYPTAIR'S PLANS FOR WIDEBODY
ACQUISITION

REF: CAIRO 13090

1. LEE WEIDNER AND AZIZ MOHSEN, ATHENS-BASED BOEING
REPS, CALLED ON CHARGE MAY 25 TO DISCUSS EGYPTAIR'S
PLANS TO ACQUIRE WIDEBODIED AIRCRAFT THIS YEAR.
WEIDNER RECOUNTED DISCUSSION PREVIOUS DAY WITH EGYPTAIR
CHAIRMAN HASHAD IN WHICH HE (WEIDNER) MADE POINT THAT
ALTHOUGH THE A-300 IS CURRENTLY MAKING MONEY FOR AIRLINE,
EGYPTAIR NEEDS ADDITIONAL RANGE AND CARGO CAPACITY IN
ORDER TO MAKE MAXIMUM USE OF ITS ROUTES. MOHSEN
OBSERVED THAT A-300'S ARE FLYING AT ALMOST 100 PERCENT
OF CAPACITY AND THIS MEANS THAT EGYPTAIR IS TURNING
PEOPLE AWAY. EVEN NOW, THEREFORE, THERE IS GOOD
INDICATION NEED FOR ADDITIONAL CAPACITY, I.E.,
747 OR OTHER U.S. WIDEBODY AIRCRAFT.

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PAGE 02 CAIRO 14087 020613Z

2. DESPITE THESE TECHNICAL ARGUMENTS, IN FAVOR OF U.S.
EQUIPMENT, BOEING REPS BIT MORE PESSIMISTIC ABOUT THEIR
ABILITY TO SWAY EGYPTAIR. THEY EMPHASIZED THAT A-300
WILL BE OFFERING VERY ATTRACTIVE FINANCING, WHICH EGYPTAIR
WILL WEIGH FAVORABLY. WEIDNER ASKED ABOUT POSSIBILITY
OF EXIM'S FINANCING SALE, NOTING THAT BOEING AND OTHER
AMERICAN MANUFACTURERS STILL SUFFERING FROM AIRBUS SALE

TO UNITED AIRLINES AND PAN AM'S PURCHASE OF EUROPEAN EQUIPMENT. EGYPT IS LAST BIG MARKET IN MIDDLE EAST AND BOEING BELIEVES U.S. PLANES WILL HAVE CHANCE BUT ONLY IF FINANCING IS RIGHT. CHARGE REVIEWED EXIM'S RELUCTANCE THUS FAR TO FINANCE ADDITIONAL SALES OF AMERICAN PRODUCTS TO EGYPT, BUT SAID WE FEEL THAT SPECIAL LOOK SHOULD BE TAKEN AT EGYPTAIR IN LIGHT OF RECENT IMPROVED PERFORMANCE. MOHSEN OBSERVED THAT AS RESULT OF THEIR STUDY OF EGYPTIAN STATISTICS, BOEING CONCLUDED THAT AIRLINE NOT TAKING ADVANTAGE OF ITS POTENTIAL BECAUSE OF LACK OF CAPACITY; WIDEBODY ACQUISITION IS NEXT LOGICAL STEP TO TAKE. HE ALSO NOTED THAT EGYPTAIR MANAGEMENT LOOKING FORWARD TO PEOPLES ASSEMBLY APPROVAL OF THEIR CHANGE OF STATUS (SEE CAIRO 13582) WHICH WILL CONSIDERABLY IMPROVE OPERATION'S EFFICIENCY.

3. BOEING REPS WILL RETURN TO CAIRO JUNE 25, 1978 FOR THEIR FINAL PRESENTATION ON WIDEBODY PURCHASE.
MATTHEWS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ACQUISITION, AIRCRAFT
Control Number: n/a
Copy: SINGLE
Draft Date: 02 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978CAIRO14087
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780231-1029
Format: TEL
From: CAIRO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t197806104/aaaadlhy.tel
Line Count: 81
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 7c6b147d-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 CAIRO 13090
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2150403
Secure: OPEN
Status: NATIVE
Subject: BOEING REPS DISCUSS EGYPTAIR'S PLANS FOR WIDEBODY ACQUISITION
TAGS: EAIR, EG, EGYPTAIR, BOEING
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/7c6b147d-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014